FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.

ANNUAL REPORT

April 1, 2002 - March 31, 2003

Enterprise Fundy / Entreprise Fundy

P.O Box /C.P. 5064, chemin 29 Milk Board Road, Sussex, NB, Canada E4E 5L2
Tel/Tél: (506) 432-2639 Fax/Télec.: (506) 432-2638
www.ent-fundy.ca

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1.0 CHAIRMAN'S REPORT

What exciting times we live in, with such obvious good fortune to be citizens of this truly great nation, Canada. We are free to make choices with no limits to our opportunities, governed by the rule of law and equal under it, all the while enjoying a standard of living unrivalled during the many previous millennia. This unequalled standard of living is driven by a free market economy with the optimum balance between creditor and debtor, with efficient financial instruments traded daily, and with government always adapting and working to provide the right mix of market regulations and controls.

As a community now moving into a post industrial age, and with information moving at the speed of light, change will be constant but the innovations speeding toward us, brothers and sisters, will be absolutely breathtaking. The inventions, the discoveries, the modes of transport that will be coming at us in the next decades will be spectacular. While all of these technological changes occur around us, and as trade barriers continue to fall – globalization will reach in and touch the very essence and fabric of our daily lives, communities will have to have the "one hundred thousand foot view" to quickly grasp the issues, and be readily able to continually flex and adapt, putting numerous external pressures on citizens and the three levels of government to find new ways to cope.

Almost a year ago, the Government of New Brunswick did something innovative, it thought "outside of the box". In July 2002, it rolled out a new format for an economic commission called a Community Economic Development Agency, in order to drive economic policy from the "grass roots", from our many small rural communities. As the Fundy Region Development Commission was being phased out the new CEDA "*Enterprise Fundy*" was born, taking in most of Kings County north of Nauwigewauk, the western portion of Westmorland County, and all of Albert County (except the Town of Riverview).

Continued...

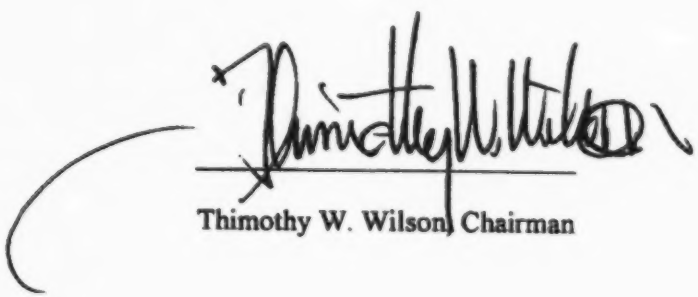
With a new board of fifteen directors in place, I was given the absolute pleasure of being elected Chairman, and I want to thank my colleagues for that honor. What a great board I have had to work with, your input has been invaluable to me and especially to the greater community. I know we have had many, many meetings, but the challenges early on were great as we were getting the new CEDA up and running; what with the work plan for administration, the budgets, by-laws, policies, and then the crafting of the 3Yr. Strategic Plan before spring of 2003. Thankfully, this board was up to the task; also, a special thank you to the board members who, in addition to regular board meetings, served on the numerous sub-committees, which met outside the regular time frames.

One particular highlight of this CEDA's past year was in November 2002, when the Selection Committee, after four previous meetings and an all day Saturday meeting interviewed and hired Frank Tenhave. I have truly enjoyed working with Frank; he and his staff are our greatest asset. To Joan Davidson who was steadfast and my anchor, always willing to work the many hours during our transition, and Jennifer Kelly whom I had the pleasure of hiring, many thanks to you both for your hard and efficient work, and now we have our newest addition, Craig Silk.

While passing out all these thank yous, I would be truly remiss if I did not mention our senior government level partners Pierrette Williams from ACOA, Barbara Kierstead-Shanks from TED and Rick Alain from Business New Brunswick, their superiors are lucky to have them. In addition, a very special thank you to the three mayors from Albert County whose sincerity, loyalty, and support I always felt was there, and for their hard work attending the many meetings we had before the new CEDA was formed.

Continued...

The concept and implementation of the CEDA through its local board, its administrative staff, and senior government partners will enable and empower the communities in Kings, Westmorland, and Albert Counties to cope with great challenges they will surely face in the next coming decades. Like it or not, information will move at the speed of light and used wisely it will empower and prosper communities. Financial capital now has no barriers so jurisdictions will have to provide fertile ground or it will go elsewhere. Globalization is here and now at the doorstep, the opportunities will be boundless. Now may be our time for New Brunswick to shine and prosper in this new century.



Thimothy W. Wilson, Chairman

EXECUTIVE DIRECTOR'S REPORT

The 2002-2003 fiscal year was a historic time period in the evolution of this organization. This year saw the old "Regional Economic Development Commission" system replaced by the "Community Economic Development Agency" system, or CEDA for short. Enterprise Fundy's large geographic region and population base of just over 48,000 people makes it one of the larger rural CEDAs in a network that is made up of 12 rural and 3 urban CEDAs. A new and expanded 15 member Board of Directors was put in place to represent all sectors and regions within the new Enterprise Fundy territory.

The new CEDA system has benefited all regions, especially rural ones like ours, because it put in place a much more stable and equitable funding formula to cover day-to-day operational costs. This funding is made up of financial contributions from the Federal Government through ACOA, the Provincial Government through Business New Brunswick, and Municipal Governments through the 9 municipalities within our region. In addition, for the first time, each CEDA now has a significant pool of money, made available through the province's Regional Development Corporation, to assist in funding projects that are of particular importance to our region.

On a more local level, there were several other changes. The Board of Directors hired a new Executive Director in early November. On March 1st Enterprise Fundy moved into much more appropriate and accessible offices at 29 Milk Board Road. In addition, all substandard office furniture was replaced and all computer equipment was updated. These substantial improvements have not only increased the effectiveness of all staff but have also boosted morale greatly. Through the leadership of the Board of Directors, a consulting company (Peak Adventures) was selected and engaged to lead the organization in developing its first 3 Year Strategic Plan. This work included holding the region's first Advisory Forum meeting and four input sessions called Prosperity Nights that were held at locations spread around the region. The members of the Board of Directors and staff have been actively involved in this entire process. The work on this

Continued...

document is nearing completion and should be finalized within the first quarter of the next fiscal year.

Despite the upheaval from all of these changes and events, this organization was still able to meet its primary objective, which is to provide high quality service to the businesses and communities within the region. Most significant is that almost 800 clients received business counseling this year, at a variety of locations. In large measure this impressive number was the result of not only meeting with clients at the Sussex office and at the client's place of business or home, but by undertaking advertised visitation at several Municipal offices throughout the region. These "Remote Offices" have proven to be very effective in bringing our CEDA services out to the communities we serve. Also, nearly 300 additional clients were serviced through telephone, fax, and e-mail as well as through workshops, seminars and other such events.

Of all of these clients, nearly 350 were entrepreneurs whom we were meeting with for the first time. This bodes well for the improving perception of this organization as one that provides very timely, useful and professional services. One measure of this is the 17 new businesses that started up in our region through the supporting efforts and encouragement of Enterprise Fundy staff and our various partners.

Throughout the challenges of the past year, this organization had the unwavering support of a number of partners. In particular I want to thank the Atlantic Canada Opportunities Agency, Business New Brunswick, and the 9 municipalities within our region for their support – both financial and moral. I also want to thank other partners like Training and Employment Development, Human Resources Development Canada, and the Community Business Development Agencies for supporting the many initiatives and projects that emanated from this region.

Continued...

I also want to thank the other staff members, Jennifer Kelly and Joan Davidson. Any organization is only as good as its people and this organization is fortunate to have capable individuals like Jennifer and Joan. I certainly appreciate your efforts and support.

Last and not least I want to thank the Board of Directors for their unflagging support and interest in the success of this CEDA. It has been a pleasure to work with you all. I want to single out our President, Tim Wilson, for all of the time and effort he has put into this organization, I appreciate it and thank him for that. I would also like to thank Leslie Harrison for her contribution to our Board. For health reasons, Leslie was forced to resign from our Board and we all wish Leslie the very best in her future.

Almost everyone in this room is on a learning curve as we all adjust to the new relationships created through the new CEDA system. While I am sure that there are more bumps ahead, I am confident that by working together as a team we can help bring to life a bright future for the Fundy Region.

Frank Tenhave, Executive Director

2.0 BOARD OF DIRECTORS

Board of Directors (Fiscal year ended March 31, 2003)

Name / Business	Sector	County	Term	Appointed By
Ms. P. Michelle **Bishop** Hampton Home Hardware Bldg. Center Ltd. P. O. Box 1064 931MainSt. Hampton, NB E5N 8H1	Retail/ Service	Kings	2 Yr.	Municipal
Mr. Alan **DeWinter** MMH Prestige Homes Inc. 14 Industrial Drive Sussex, NB E4E 2R8	Manufacturing-Basic	Kings	3 Yr.	Municipal
Mr. Bob **Eastwood** J. D. Irving Ltd. 5 Wheeler Road Four Corners, NB E4G 2W3	Forestry	Kings	2 Yr.	Municipal
Mr. Joe **Fitzgerald** G. E. Barbours 165 Stewart Avenue Sussex, NB E4E 3H2	Manufacturing- Value Added-Food	Kings	1 Yr.	BNB
Ms. Leslie **Harrison** Harrison Communications 232 Steevescote Road Dawson Settlement, NB E4H 2B5	Manufacturing-Basic	Albert	1 Yr.	ACOA
Mr. David **Keirstead** Salisbury Funeral Home 3350 Route 106 Salisbury West, NB E4J 3H3	Retail/ Service	Westmorland	1 Yr.	BNB
Mr. Jeff **Land** Butland Seafood 8607 Main Street Alma, NB E4H 1N6	Fisheries	Albert	2 Yr.	BNB
Mr. Daryl **McCully** Burgess Contracting Ltd P. O. Box 2505 20 Smith St. Petitcodiac, NB E4Z 6H4	Transportation	Westmorland	3 Yr.	BNB

Continued

Board of Directors (Fiscal year ended March 31, 2003)

Name / Business	Sector	County	Term	Appointed By
Mr. Grant **Obermeier** Rainbow Printing 3 Jones Court Sussex, NB E4E 2S2	Retail/Service	Kings	3 Yr.	ACOA
Mr. Peter **Pope** Belleisle Foods Ltd. 880 Route 870 Belleisle Creek, NB E5P IG4	Manufacturing- Value Added Food	Kings	2 Yr.	ACOA
Mr. H. Brian **Reid** Aliant Telecom 10th Fl. B side One Brunswick Square Box 1430 Saint John, NB E2L 4K2	Entrepreneur	Kings	3 Yr.	ACOA
Mr. Derek **Roberts** Dairytown Products Ltd. Box 5124 49 Milk Board Rd. Sussex, NB E4E 5L2	Agriculture	Kings	2 Yr.	BNB
Mr. Guy **Russell** Shepody Mountain Tree Farm 4926 Route 114 Shepody, NB E4H 4K1	Forestry	Albert	1 Yr.	Municipal
Ms. Kathy **Weir** Broadleaf Guest Ranch 5526 Route 114 Hopewell Hill, NB E4H 3N5	Hospitality/Tourism	Albert	1 Yr.	ACOA
Mr. Tim **Wilson** Fawcetts Do-it Center P. O. Box 2503 2 King Street Petitcodiac, NB E4Z 6H4	Manufacturing-Wood Forestry&ValueAdded Wood	Westmorland	3 Yr.	Municipal

EXECUTIVE OFFICERS

Chair: Tim Wilson
Vice Chair: Brian Reid
Secretary: Guy Russell
Treasurer: David Keirstead
Executive-at-Large: Kathy Weir
Executive-at-Large: Derek Roberts

BOARD OF DIRECTORS/COMMITTEE MEETINGS

During the 2002-2003 fiscal year, the following number, of meetings were held:

Five	Executive Committee	Sept.3, Sept.4, Nov.25, Dec.11 & March 27/03
Eight	Board of Directors	May 23, July 22, July 29, Sept.16, Oct.21, Nov. 25, Jan. 23/03 & March 27

STAFF/POSITIONS

Frank Tenhave (employed-Nov.12/02)	Executive Director
Ken Watkins (terminated-Jan.3/03)	Senior Economic Development Officer
Joan Davidson	Office Administrator
Jennifer Kelly	Economic Dev. Officer

In addition to the full-time staff, the Agency received funding for a summer student under the Summer Career Placement Program. Kelly Northrup spent 10 weeks as an Administrative Assistant and part-time under special permission for an extended 2 months as an EDO Assistant. Kelly provided client contact, event development and project research support.

Over and above budget funding, Fundy Community Economic Development Agency Inc. received funding for a Job Fair from HRDC and T&ED held on April 18, 2002 at the 8th Hussar's Sports Arena in Sussex; an " Incoming Buyers Mission" held on Sept. 9th and 10th was funded by the Regional Development Corporation; a "3yr. Strategic Planning Project" funding was received from ACOA and the Regional Development Corporation.

At a Board of Directors Meeting held November 25, 2002 it was brought to the attention of the members that the Rental facility at 717 Main Street, Unit 1, Sussex, NB had become too small, too old and lacked confidential meeting arrangements. Approval from ACOA for leasehold improvement and upgraded furniture and computers at the new location in the Milk Marketing Board Building located at 29 Milk Board Road, Roachville, NB was granted. A motion to engage the contractor Salmon Creek to carry out the new office improvements lead to the move in date of March 1, 2003.

3.0 BUSINESS COUNSELLING

3.1 CLIENT CONTACT

During the past year, the Agency's staff assisted **788** clients at the offices in Sussex, Municipal offices and at the entrepreneurs' place of business.

Of these contacts the first initial meetings were counted as follows:

♦ Visits to Clients	123
♦ In Office Client Visits	219
Total	**342**

Assistance was also provided to an estimated **277** individuals by telephone, mail, e-mail, at workshops, seminars, events and other meetings.

3.2 CLIENT COUNSELLING

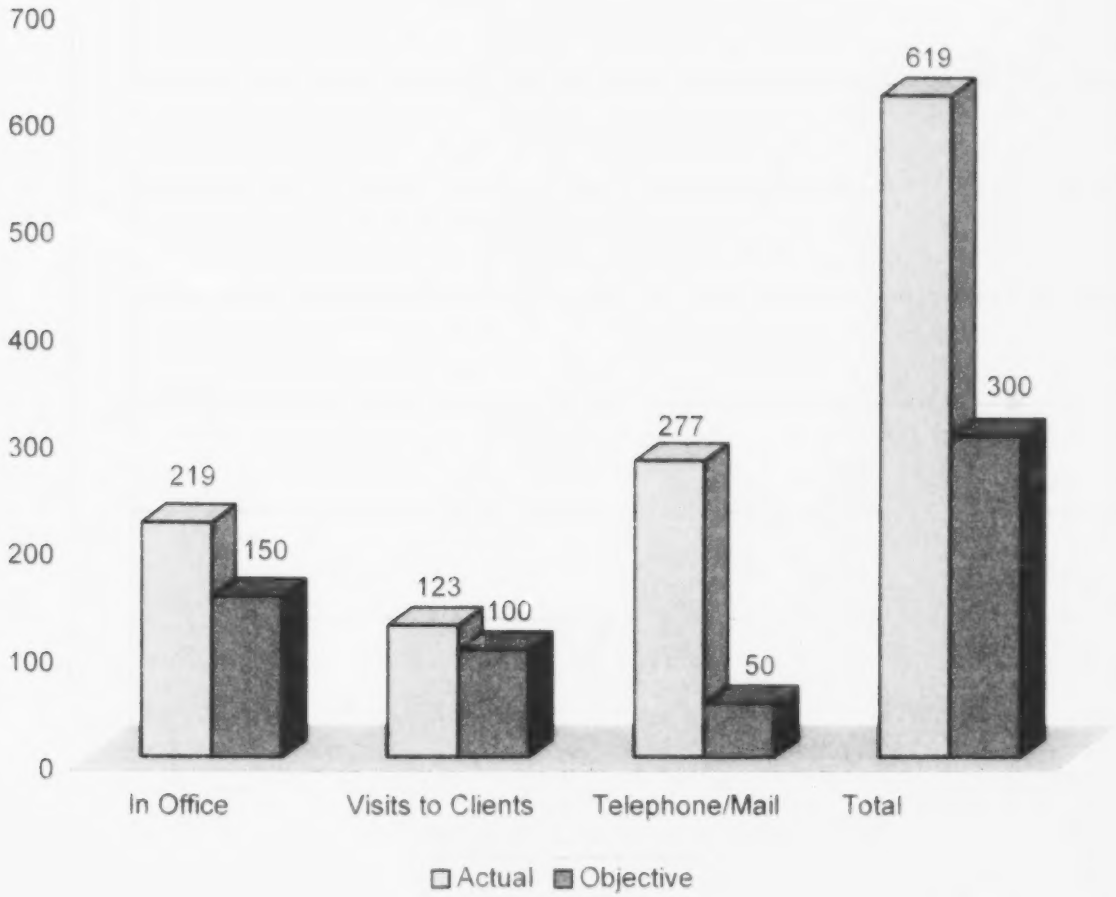
The Agency staff continues to offer assistance, advice and guidance in the establishment of new businesses and to help existing businesses grow in order to foster economic development in all sectors of the economy.

This Agency also assisted with the preparation of business plans and advice regarding government assistance programs.

3.3 NEW BUSINESSES CREATED

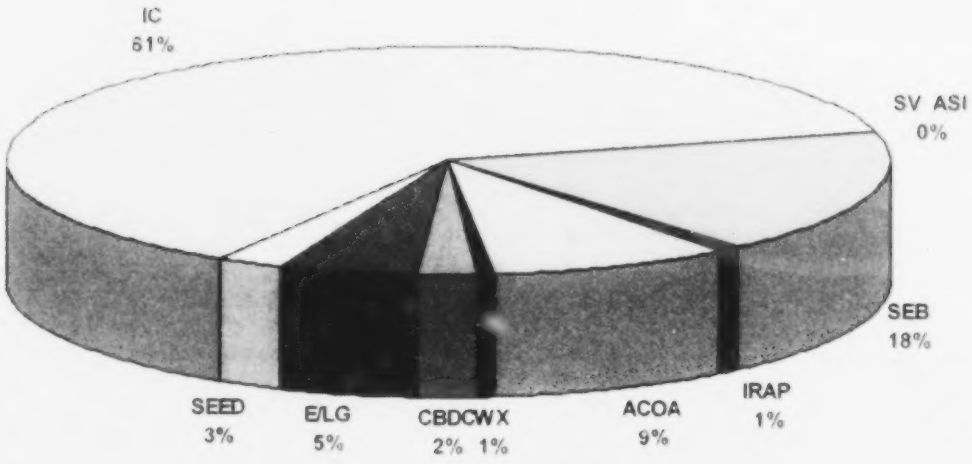
With the assistance of the Economic Development Officers, **17** new businesses were established in the fiscal year 2002/03.

Client Counselling Session Contact - Fiscal Year 2002/03



ALLOCATION OF HUMAN RESOURCES

CLIENT COUNSELLING ON
PROGRAMS



Legend

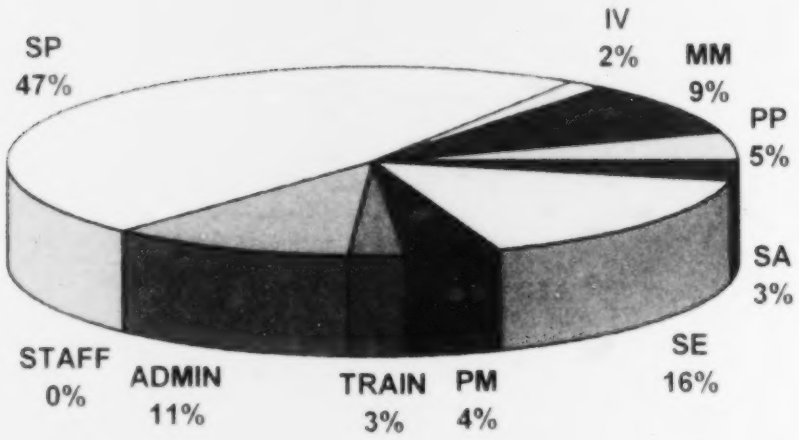
ACOA- Atlantic Canada Opportunities Agency - BDP Program Loan
ASI - Adjustment Service Initiative (TED)
CBDC - Community Business Development Corporation - Loan
E/LG - Entrepreneur Loan Guarantee (BNB)
IC - Information and Counselling
IRAP - Industrial Research Assistance Program
SEB - Self- Employment Benefit (TED)
SEED - SEED Capital - CBDC / ACOA
SV - Student Employment & Experience Development (TED)
WX - Workforce Expansion (TED)

The majority of the contacts of the Agencys' Economic Development Officers are spent on general information and counselling. This confirms the function of the FCFDA as being the first point of contact for the regions' entrepreneurs.

Subsequent meetings are usually focused on a specific applicable government assistance program(s) and/or may include other related economic development partners such as Business Development, Tourism & Parks and many others.

ALLOCATION OF HUMAN RESOURCES

NON-CLIENT COUNSELLING



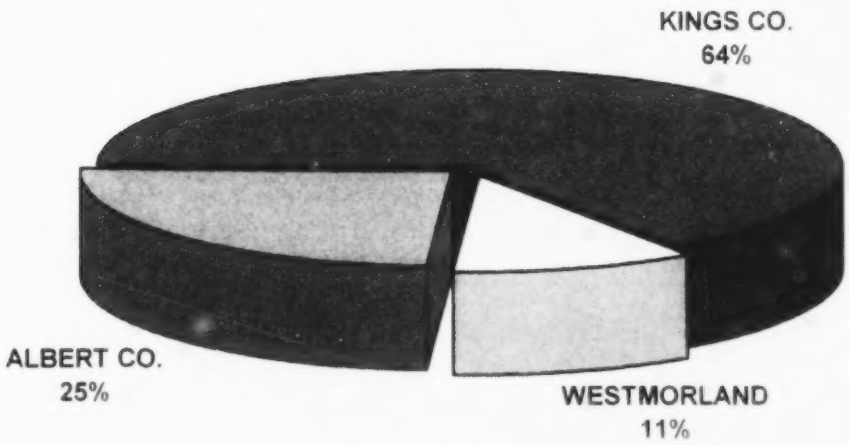
Legend - Programs

ADMIN - Administration
IV - Incoming Visitors (Foreign investment)
MM - Membership Meetings
PM - Partners(s) Meeting
PP - Presentation and Promotion
SA - Seminar & Conference Attended
SE - Special Events
SP - Special Projects
STAFF - Staff Meeting
TRAIN - Staff Training

The Staff promotes economic development in many other ways besides direct client business counselling. This chart demonstrates some of the regional economic development activities participated in this year.

ALLOCATION OF RURAL AREA

Represents 471 recorded entries



In most cases a record was kept of the county location for an activity or contact. Of the 471 entries recorded the above indicates the percentage of the time spent in the 3 regions.

4.0 PROGRAM ACTIVITY AND APPROVALS

4.1 TOTAL PROGRAM ACTIVITY

Program	Actual	Total Value of Assistance
E/LG Entrepreneur Loan Guarantee	15	$142,800
SCIF	1	$301, 200
SEB	10	$112,500
S.E.E.D. Student Employment & Experience Development	3	$ 19,000
TOTAL	**29**	**$575,500**

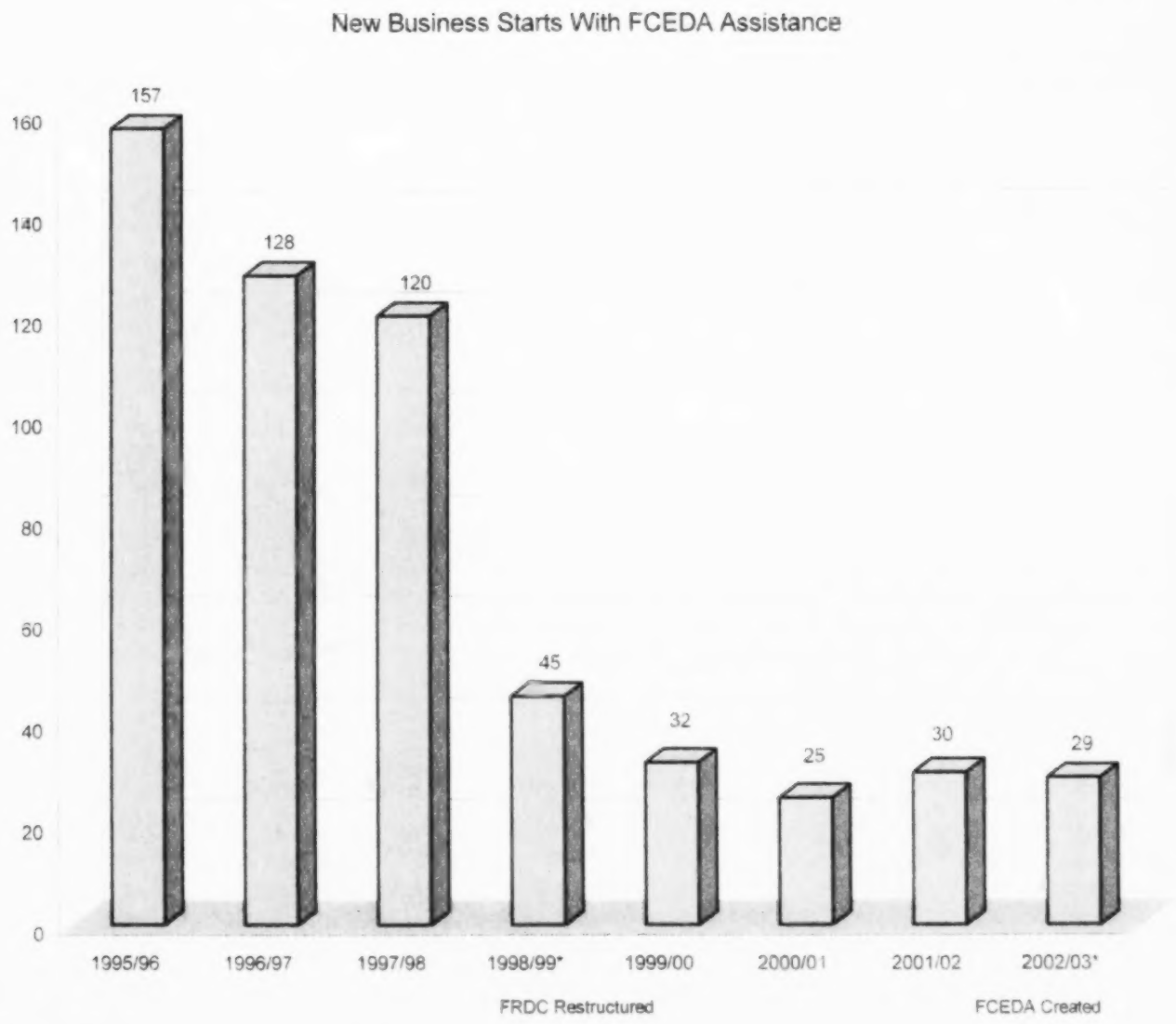
4.2 PROGRAM APPROVALS

Enterprise Fundy's business community received financial assistance through government programs to establish new businesses or for expansion of existing businesses. The following is a list of companies, which received funding:

PROGRAM SUMMARY - APRIL 1, 2002 - MARCH 31, 2003				
	Applicant	**Location**	**Program**	**Amount**
1.	Boyd, Mark A M.D. Woodcutting	Cumberlandbay	Entrepreneur	$10,000
2.	Boyd, Mark A M.D. Woodcutting	Cumberlandbay	SEB	$11,250
3.	Costes, Delbert Sawyer, portable sawmill-custom logs	Corn Hill	Entrepreneur	$10,000
4.	Costes, Delbert Sawyer, portable sawmill-custom logs	Corn Hill	SEB	11,250
5.	Hovey, William M Brunswick Credit Counselling Services Ltd.	Hampton	Entrepreneur	$10,000
6.	Ryan, Kathleen E. K Bars Ranch Inc.(Trail Ride/Horse Boarding & Training	Coles Island	Entrepreneur	$10,000
7.	Sturgeon, Bonita BRS Consulting (Food Industry)	Berwick	Entrepreneur	$7,800
8.	Hackey, Randy Modern Painting Specialist	Hampton	Entrepreneur	$10,000
9.	Hackey, Randy Modern Painting Specialist	Hampton	SEB	$11,250
10.	Hachey, Mona Modern Painting Specialists	Hampton	SEB	$11,250
11.	Kings County Tourism Association Ltd. Covered Bridge Visitor Info. Center	Sussex	SCIF	$301,200
12.	John Ken Brown KRASS Inc. (Snowboarding)	Belleisle Creek	SEB	11,250
13.	John Ken Brown KRASS Inc. (Snowboarding)	Belleisle Creek	Entrepreneur	10,000
14.	Pamela, Wilson Stagecoach Kennels (Breeding Grooming)	Hampton	SEB	11,250

Continued...

PROGRAM SUMMARY - APRIL 1, 2002 - MARCH 31, 2003				
	Applicant	**Location**	**Program**	**Amount**
15.	Pamela. Wilson Stagecoach Kennels (Breeding / Grooming)	Hampton	Entrepreneur	10,000
16.	Gotcha-Digital Photography Judy Constantine	Cornhill	SEB	11,250
17.	Gotcha-Digital Photography Judy Constantine	Cornhill	Entrepreneur	10,000
18.	Proactive Solutions Richard Cormier (Custom.Relationship Mgt.Software)	Sussex	SEB	11,250
19.	Proactive Solutions Richard Cormier	Sussex	Entrepreneur	10,000
20.	Massage Therapy Erin Shea	Sussex	Entrepreneur	10,000
21.	Massage Therapy Erin Shea	Sussex	SEED	4,000
22.	Ozone Technology-Air Treatment & odor control to home and light commercial applications) Wendy Otis	River Bank	Entrepreneur	10,000
23.	Millennium Mist Spring Water Aaron Carmichael	Sussex Corner	SEED	7,500
24.	Millennium Mist Spring Water Darren Carmichael	Sussex Corner	SEED	7,500
25.	Dale Oderkirk Joderek Enterprise	Sussex	Entrepreneur	10,000
26.	Dale Oderkirk Joderek Enterprise	Sussex	SEB	11,250
27.	Harold E. Kane Kans Commercial Cleaning	Hampton	Entrepreneur	10,000
28.	Harold E. Kane Kans Commercial Cleaning	Hampton	SEB	11,250
29.	Gary J. Piercey GP Concrete Finishing	Salisbury	Entrepreneur	5,000
	Total			**$ 575,500**


New Business Starts With FCEDA Assistance
160
140
120
100
80
60
40
20
0
157
128
120
45
32
25
30
29
1995/96
1996/97
1997/98
1998/99*
1999/00
2000/01
2001/02
2002/03*
FRDC Restructured
FCEDA Created

5.0 SPECIAL PROJECTS AND EVENTS

During the year, staff and board members participated in a number of special projects and special events. Following are details of some of these events.

5.1 SPECIAL PROJECTS

Youth Job Fair

A career Youth Job Fair was held April 18, 2002 at the 8th Hussars Arena. This Agency partnered with HRDC and TED. A Steering Committee was organized and their duties were to oversee the entire project as well sub-committees were also selected to look after Entertainment & Opening Ceremonies, Exhibitor, Facilities & Food, Marketing and Transportation.

The theme title "Explore Your Future" was developed to address the needs of Kings County residents in their quest to access current information about employment opportunities, labor market demands and trends, work search techniques and career planning. This event allowed attendees to make contact with a multitude of employers, educators, career professionals, government agencies and service providers – all under one roof. This was an ideal opportunity for employee recruitment and business promotion. All delegates were encouraged to bring their résumés, so that they were prepared to meet potential employers on-site.

While overall both exhibitors and students thought that the event was very well organized and successful in bringing information to people, they believe this event shows potential for growth. By incorporating some of their suggestions, a future Career Information and Job Expo could expand and enhance upon its present format.

CEDA Board of Directors

At the "Special Meeting of the Board of Directors" of the Fundy Region Development Commission on May 23, 2002 a motion was adopted to have the Charlotte County Directors obtain its own Commission and this Commission add to its area of responsibility the rural parts of Albert and Westmorland Counties. As early as April 3, 2002 the FRDC convened a meeting with all three levels of government to establish a potential Board of Directors for the new Fundy Community Economic Development Agency Inc.

An informal meeting was held on July 22, 2002 at the Thriftlodge/Bluebird Restaurant where the new potential Board of Directors were introduced. This new Board consists of 15 representatives from various industry sectors, each Government Funding Partner appointed 5 directors for a varying period of 1 to 3 years.

The formal announcement/launch of the new CEDA Enterprise Network was officiated by Senator Joseph Day and MLA Douglas Cosman on July 29, 2002 at the Quality Inn. A slide

presentation explaining the fundamental change in community economic development for the 15 separate agencies was elaborated on. The new name Fundy Community Economic Development Agency Inc. (FCEDA) and the branding name "Enterprise Fundy" was released.

Immediately following the Launch the first official Board of Directors meeting was held. This meeting was called to provide an opportunity to introduce the funding partners, select the executive and to inform the new directors of the tasks at hand. Each new agency's first tasks will be to the selection of an Advisory Forum, the hiring of staff and a Board orientation workshop.

Orientation Workshop for Board Members

David Bruce, Director of Rural & Small Town Programme, located at the Mount Allison University presented a two-hour slide show orientation workshop on October 21, 2002. This workshop gave all Board Members an understanding of the CEDA framework and the roles and responsibilities of all who were involved. Mr. Bruce explained in detail the fundamental principles of what CEDA should & should not be doing. A snap shot of how the Enterprise Network was formed, the involvement of partners and programs for assistance and guidance, was also outlined in detail. The annual work plan is the main tool directing all the work. The Executive Director is the key link to insuring a good healthy relationship between the Partners, the Board, the Staff and the Community.

3 Year. Strategic Plan

Jean Cormier, Regional Development Officer from ACOA presented an in-depth presentation covering key elements of what a strategic plan is, which type of person should be involved in the process, and how to achieve a long-term plan. This meeting was held during the Board of Directors Meeting on October 21, 2002 at the Broadleaf Guest Ranch.

The Strengths, Weaknesses, Opportunities and Threats of the whole region needed to be identified and analyzed. The gathering and sharing of all information constituted a successful outcome. Taking care of "What Is" and looking at the "Big Picture" began the process of a great ending report.

Our CEDA Strategic Plan Steering Committee consisted of the following members of the Board of Directors.

Name	Representing	County
Tim Wilson	Forestry& Value Added Wood	Westmorland
Leslie Harrison	General Manufacturing	Albert
Daryl McCully	Transportation	Westmorland
Joe Fitzgerald	Agriculture- Food Processing	Kings
Kathy Weir	Hospitality/Tourism	Albert

The Federal and Provincial governments tasked Enterprise Fundy to do the work and the Board of Directors drove the Strategic Plan. The consultant Lori Weir of Peak Adventure was utilized,

each director was responsible for a Sector interest, and an Advisory Board consisting of Community volunteers was formed. Peak Adventure led the "Prosperity Planning" information sessions held in 4 different locations with the same agenda and presenter. All board members attended with Tim Wilson, Chair and Professor David Bruce explaining the validation of the Plan.

A working document as a preliminary draft containing a brief synopsis of meeting outcomes was presented at the Board of Directors Meeting on March 27, 2003. This draft will be filtered and analyzed by Lori Weir while Frank Tenhave will verify the findings and forward it to the Board Members and Partners for their review and adoption early in the new-year.

Business Management Workshops

Enterprise Fundy worked with the New Brunswick Training Group and its ACOA sponsored program ProfitLearn. Feedback from the workshops was positive and planning will soon be underway for the 2003-2004 year. Three seminar/workshops to present management training opportunities for existing and future SMEs in different locations across the region were presented. The ProfitLearn sessions on "Bookkeeping Made Easy" and "Do-it-yourself Marketing & Promotion" drew a total of 25 participants.

How to Start a Business Seminar

The "How to Start a Business Seminar" was presented in all three Counties with a total of 40 participants. This program is principally presented by the EDO and is a comprehensive step-by step seminar to introduce potential entrepreneurs to the process of starting their own business.

Information Sessions on Program and Services

This year the EDO held two sessions one in Hampton at the Town Hall for the community and the other to the Kingston Peninsula Chamber of Commerce. Those in attendance totaled 64.

Self Employment Benefit Information Sessions

In association with the Charlotte Community Business Development Corporation Inc., monthly information sessions on the SEB program were presented every 2nd Tuesday at the PAL Center in Sussex. During the year, **12** sessions were held and a total of **52** persons attended.

5.2 SPECIAL EVENTS

Fundy Region Tourism Kick-Off Conference

The Charlotte County office managed and coordinated the FRDC Tourism Conference held April 23, 2002 entitled "Building on Success". A total of 130 tourism operators from around the region took part in the educational sessions and got an opportunity to network with colleagues. Major partners for the event include Training & Employment Development, ACOA and the Fairmont Algonquin.

This affordable one-day professional development and networking opportunity proved to be an invaluable way to start the tourism season. At no cost to participants, arrangement for a motor coach traveling from Hillsborough through Riverside-Albert, Alma, Sussex and Hampton was made available.

Business Mixer- "Spring Into Action"

The "Spring Into Action" Business Mixer took place on March 20, 2003 at the All Seasons Econo Lodge in Sussex. Sponsorship for this event included the Sussex Valley Jaycees, Enterprise Fundy, Sussex & District Chamber of Commerce, and Ossekeag Publishing Co. Ltd. The mixer was an excellent opportunity for local business professionals to network with their peers. Guest Speaker Rivers Corbett, owner of "Rent A Chef" named One of Canada's Hottest Start-Ups by PROFIT magazine was the highlight of the event.

New Brunswick's Rural Broadband Initiative Information Session

Board of Director, Joe Fitzgerald is on the provincial steering committee and gave a brief outline of a meeting held on March 19, 2003 at the Quality Inn. This initiative is to bring Internet connections to all rural communities at an affordable cost. Coordinating the process is the Collectivité Ingénieuse de la Péninsule Acadienne (CIPA), with Frederic Arsenault taking the consultation role to provide the draft. The Acadian Peninsula CEDA has taken the position of gathering info to present to the consultant. Funding is through Industry Canada. At the Sussex meeting, Mayor Alan Pittman of the Village of Alma joined the evaluation committee. The next step is for proposals to be received and evaluated.

6.0 TRAINING/WORKSHOP/ SEMINAR

Staff attended the following workshops and training sessions as part of their career professional development during the fiscal year April 1, 2002- March 31, 2003.

- Export Development Canada held in Saint John May 21
- MYOB Accounting System Training from Allan Eisner Accounting & Management Group
- Financial Analysis Training (Jennifer Kelly) May 28/29
- ACOA -NB Business Cluster Workshop – Moncton Sept. 19-20
- EDAC – Strategic Planning Training – Sept. 24
- Canadian Parks Partnership Workshop (sponsored by Parks Canada) Oct. 1-4
- Orientation Workshop for Staff and Board Members, presented by David Bruce, Director of Rural & Small Town Programme – Oct. 21
- International Market Research – Policies & Procedures FITT Held March 10th
- Dale Carnegie Course –"Successful Public Speaking", Moncton - February 20th
- EDAC's Annual 34th Professional Development Conference held in PEI Sept.25-28

7.0 FINANCIAL STATEMENTS

April 1, 2002 – March 31, 2003

Building Partnerships

nous créons des partenairiats

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.

FINANCIAL STATEMENTS

AUDITED

MARCH 31, 2003

Building Partnerships

nous créons des partenairiats

ALLAN EISNER, CGA
ACCOUNTING & MANAGEMENT GROUP
International Porter Hétu
Professional Services Group / Groupe de services professionels

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.

FINANCIAL STATEMENTS

AUDITED

MARCH 31, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.

MARCH 31, 2003

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AUDITOR'S REPORT

To the Board of Fundy Community Economic Development Agency Inc.

We have examined the General, Capital and Reserve Fund Balance Sheets of Fundy Community Economic Development Agency Inc. as at March 31, 2003 and the Statements of Revenue and Expenditures as well as the Statements of Cash Flow for the year then ended.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating overall financial statement presentation.

In our opinion, these financial statements present fairly the financial position of Fundy Community Economic Development Agency Inc. as at March 31, 2003 and the results of its activities for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year, except as disclosed in the following Notes to the Financial Statements.

Sussex, New Brunswick
June 4, 2003

ALLAN EISNER, CGA
ACCOUNTING & MANAGEMENT GROUP

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
GENERAL FUND
BALANCE SHEET
AUDITED
AS AT MARCH 31, 2003

	2003
ASSETS	
Current	
Cash	$ 109,199
Accounts Receivable (Note 4)	11,919
Prepaid Expenses	781
	$ 121,899
LIABILITIES AND EQUITY	
Current	
Accounts Payable and Accrued Liabilities	$ 55,300
Committed Advances	63,700
	119,000
Equity	
Surplus	2,899
	$ 121,899

APPROVED ON BEHALF OF THE BOARD

_____ Director

_____ Director

SEE ACCOMPANYING NOTES
SUBJECT TO AUDIT REPORT DATED JUNE 04, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
CAPITAL FUND
BALANCE SHEET
AUDITED
AS AT MARCH 31, 2003

	2003
ASSETS	
Capital Assets (Note 5)	$ 51,600
LIABILITIES AND EQUITY	
Equity	
Surplus	$ 51,600

APPROVED ON BEHALF OF THE BOARD:

_____ Director

_____ Director

SEE ACCOMPANYING NOTES
SUBJECT TO AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
RESERVE FUND
BALANCE SHEET
AUDITED
AS AT MARCH 31, 2003

	2003
ASSETS	
Cash	$ 45,153
LIABILITIES AND EQUITY	
Equity	
Surplus	$ 45,153

APPROVED ON BEHALF OF THE BOARD:

_____ Director

_____ Director

SEE ACCOMPANYING NOTES
SUBJECT TO AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
GENERAL FUND
STATEMENT OF RECEIPTS, EXPENDITURES AND SURPLUS
AUDITED
YEAR ENDED MARCH 31, 2003

	2003
Receipts	
Cooperation Agreement	$ 269,481
Municipal Members (Note 6)	12,726
Special Projects	88,072
Training & Employment Development	24,675
Summer Career Program	2,277
Interest Income	743
Other	1,163
Transfer from Capital Fund	115
	399,252
Expenditures	
Salaries and Benefits	171,869
Special Projects	87,409
Telephone	6,092
Office Occupancy	10,348
Travel	21,051
Professional Fees	8,783
Directors' Expenses	4,672
Office Supplies	11,084
Promotion	19,218
Insurance	666
Maintenance & Technical Support	9,875
Training and Development	5,518
Subscriptions and Association	1,155
Bank Charges	584
Other	280
Funding Shortfall	1,121
Transfer to Capital Fund	36,957
	396,682
Surplus (Deficit)	2,570
Surplus, Beginning of Year	329
Surplus (Deficit), End of Year	$ 2,899

SEE ACCOMPANYING NOTES
SUBJECT TO AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
CAPITAL FUND
STATEMENT OF RECEIPTS AND SURPLUS
AUDITED
YEAR ENDED MARCH 31, 2003

	2003
Receipts	
Transfer from General Fund	$ 36,957
Expenditures	
Transfer to Operating Fund	115
Loss on Disposal of Capital Assets	7,030
	7,145
Surplus	29,812
Surplus, Beginning of Year	21,788
Surplus, End of Year	$ 51,600

SEE ACCOMPANYING NOTES
SUBJECT TO AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
RESERVE FUND
STATEMENT OF RECEIPTS, EXPENDITURES AND SURPLUS
AUDITED
YEAR ENDED MARCH 31, 2003

	2003
Receipts	
Interest Income	$ 123
Surplus, Beginning of Year	45,030
Surplus, End of Year	$ 45,153

SEE ACCOMPANYING NOTES
SUBJECT TO AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
GENERAL FUND
STATEMENT OF CASH FLOW
AUDITED
YEAR ENDED MARCH 31, 2003

	2003
Cash Provided By (Used In)	
Operating Activities	
Working capital from operations	
Surplus(Deficit)	$ 2,570
Net change in non-working capital balances:	
Accounts Receivable	13,499
Accounts Payable	50,059
Committed Advances	63,700
Prepaid Expenses	(455)
	129,373
Financing Activities	
Advances from Reserve Fund	(44,536)
Increase (Decrease) In Cash	84,837
Cash, Beginning of Year	24,362
Cash, End of Year	$ 109,199

SEE ACCOMPANYING NOTES
SUBJECT TO AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
CAPITAL FUND
STATEMENT OF CASH FLOW
AUDITED
YEAR ENDED MARCH 31, 2003

Cash Provided By (Used In)	**2003**
Operating Activities	
Working capital from operations	
Surplus	$ 29,812
Items not involving cash	7,030
Loss on Disposal	36,842
Investing Activities	
Purchase of Capital Assets	(36,957)
Proceeds on Disposal	115
	(36,842)
Increase In Cash	-
Cash, beginning of year	-
Cash, end of year	$ -

SEE ACCOMPANYING NOTES
SUBJECT TO REVIEW AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
RESERVE FUND
STATEMENT OF CASH FLOW
AUDITED
YEAR ENDED MARCH 31, 2003

Cash Provided By (Used In)	**2003**
Operating Activities	
Working capital from operations Surplus	$ 123
Investing Activities	
Advances to General Fund	44,536
Increase In Cash	44,659
Cash, beginning of year	494
Cash, end of year	$ 45,153

SEE ACCOMPANYING NOTES
SUBJECT TO REVIEW AUDIT REPORT DATED JUNE 4, 2003

FUNDY COMMUNITY ECONOMIC DEVELOPMENT AGENCY INC.
NOTES TO THE FINANCIAL STATEMENTS
AUDITED
MARCH 31, 2003

1. **Nature of the Business**

The Fundy Community Economic Development Agency Inc., operating with the trade name of Enterprise Fundy, is incorporated, without share capital, under the laws of the Province of New Brunswick. The mandate of Enterprise Fundy is to foster economic development in all sectors of the economy for rural Albert, Kings and Westmorland Counties. Enterprise Fundy works with entrepreneurs and all levels of government to encourage and assist in the establishment of new businesses, to help business grow, and to reinforce the local economic mix by attracting new business from outside the Region.

2. **Summary of Significant Accounting Policies**

(a) Provincial Requirements

The financial statements have been prepared in conformance, in all material respects, to the accounting principles prescribed for New Brunswick municipalities by the Department of Municipalities, Culture and Housing.

(b) Fund Accounting

The financial statements are presented in accordance with the principles of fund accounting. This method ensures the observance of the limitations and restrictions placed on the use of resources available to Enterprise Fundy. Each fund is held in accordance with the objectives specified by the donors or with the directives issued by the Board of Directors. Transfers between the Funds are authorized by the Board of Directors.

(c) Revenue and Expenditure Recognition

Revenues and expenditures are recorded on an accrual basis. Outstanding commitments for goods and services relating to the current year are accrued at the balance sheet date.

3. **Explanation of Funds**

(a) General Fund

The General Fund accounts for the operations activities of Enterprise Fundy. This Fund reports unrestricted resources available for immediate purposes.

(b) Capital Fund

This fund is used to track capital acquisitions. These capital assets include: computer hardware, computer software, leasehold improvements, signs, and furniture and equipment; however, Enterprise Fundy does not own land or buildings. Furthermore, amortization is not recorded for these assets.

(c) Reserve Fund

The Reserve Fund reports, as revenue, resources that are to be used for specific purposes as specified by the Board of Directors and, as expenses, the use of these resources for the specified purposes.

4. **Accounts Receivable**

Operations	**2003**
HST Receivable	10,826
Municipality Receivable	1,073
Other	20
	$ 11,919

5. **Capital Assets**

	2003
Office Equipment and Furniture	$ 17,378
Computer Hardware	18,485
Computer Software	1,500
Leasehold Improvements	11,937
Signs	2,300
	$ 51,600

6. **Municipal Members' Revenue**

The Province of New Brunswick, through Business New Brunswick, and the participating municipalities provide operating funds to Enterprise Fundy based its approved budgeted expenditures. Participating municipalities and their contributions follow:

Municipality	**2003**
Alma	$ 208
Hampton	2,721
Hillsborough	848
Norton	1,390
Petitcodiac	713
Riverside-Albert	277
Salisbury	939
Sussex	4,293
Sussex Corner	1,337
	$ 12,726

7. **Business Reorganization**

The Fundy Community Economic Development Agency Inc. came into existence effective March 1, 2002 following the reorganization of the New Brunswick Regional Development Commissions by the Provincial Government. Enterprise Fundy was formerly a member of the Fundy Region Development Commission along with the organization now operating as Enterprise Charlotte. The assets and liabilities of Fundy Region Development Agency Inc., were split between Enterprise Fundy and Enterprise Charlotte based on the formula developed by the Board of Directors of Fundy Region Development Agency.